

**SUFFOLK COUNTY  
COMMUNITY COLLEGE**

**NEW YORK INSTITUTE  
OF TECHNOLOGY**

*Associate in Science  
Business Administration*

Transfer Option

*Bachelor of Science in  
Business Administration*  
Options: Finance, Management, Marketing, and  
Small Business and Entrepreneurial Studies

AACSB Accredited

| Course  | Credit       | Course  | Credit       |
|---|--------------|---|--------------|
| <b>First Semester: 16 credits</b>   |              |   |              |
| ACC 101: Financial Accounting I   | 3            | ACCT 101 Accounting I   | 3            |
| Business Elective <i>Recommended:</i><br>BUS 127 Org Behavior <i>or</i> MKT 107 Consumer Behavior   | 3            | ICBS Behavioral Science Seminar*  | 3            |
| BUS 115: College/Workplace Skills Seminar   | 1            | Business Elective   | 1            |
| COM 101: Introduction to Human Communication <i>or</i><br>COM 105: Public Speaking  | 3            | FCSP 105 Foundations of Speech Communication  | 3            |
| ECO 111: Macroeconomics   | 3            | ECON 202 Principles of Economics I  | 3            |
| ENG 101: Standard Freshman Composition  | 3            | FCWR 101 Writing I  | 3            |
| <b>Second Semester: 15-17 credits</b>   |              |   |              |
| ACC 115: Managerial Accounting (3) <i>or</i><br>ACC 102: Financial Accounting II (4)  | 3-4          | ACCT 110 Managerial Accounting<br>(+1 Accounting Elective credit for ACC 102)   | 3-4          |
| Business Elective <i>Recommended:</i> BUS 117 Business Comm   | 3            | Liberal Arts Elective   | 3            |
| ECO 112: Microeconomics   | 3            | ECON 204 Principles of Economics II   | 3            |
| ENG 102: Introduction to Literature   | 3            | FCWR 151 Writing II   | 3            |
| MAT 103: Statistics I (3) <i>or</i><br>MAT 124: Fundamentals of Precalculus I (4) or higher   | 3-4          | QANT 201 Statistical Sampling Theory <i>or</i><br>MATH 125 Finite Mathematics +1 Liberal Arts<br>Elective credit for MAT 124    | 3-4          |
| <b>Third Semester: 16 credits</b>   |              |   |              |
| BUS 112: Computing for Business <i>or</i><br>CST 101: Introduction to Computing   | 4            | Business Elective   | 4            |
| BUS 201: Management Principles and Practices  | 3            | MGMT 102 Principles of Management   | 3            |
| LAW 111: Business Law   | 3            | LLAW 110 Legal Environment of Business  | 3            |
| MKT 101: Marketing  | 3            | MRKT 102 Introduction to Marketing  | 3            |
| SUNY-GER Foreign Language or The Arts   | 3            | Liberal Arts Elective   | 3            |
| <b>Fourth Semester: 15-16 credits</b>   |              |   |              |
| Bus Elec <i>Recommended:</i> ACC 214 Corporate Finance (3) <i>or</i><br>Math Elec <i>Recommended:</i> MAT 131 Calculus for Non-<br>Science Majors (4) | 3-4          | FINC 201 Corporation Finance (3) <i>or</i><br>MATH 151 Fundamentals of Calculus + 1 Liberal<br>Arts Elective credit for MAT 131 | 3-4          |
| BUS 208: Case Studies in Business Administration  | 1            | Business Elective   | 1            |
| History Elective  | 3            | FCIQ 101 Foundations of Inquiry*  | 3            |
| SUNY-GER Humanities/Foreign Language/The Arts   | 3            | Liberal Arts Elective   | 3            |
| Laboratory Science Elective   | 4            | FCSC 101 Foundations of Scientific Process +1<br>Liberal Arts Elective credit <i>or</i> Science Equivalent                      | 4            |
| Physical Education  | 1            | -   | -            |
| <b>TOTAL</b>  | <b>62-65</b> | <b>TOTAL</b>  | <b>61-64</b> |

\*Transfer substitution awarded on the basis of this agreement.  
Note – Follow "Recommended" courses to maximize transfer credit to New York Tech.

# Program of Study at New York Institute of Technology

## Bachelor of Science in Business Administration

Options: Finance, Management, Marketing, or Small Business and Entrepreneurial Studies

### **Courses to be completed at NYIT:**

| <u>Core and additional requirements:</u> |  | <u>15-17 Credits</u> |
|--|--|----------------------|
| FCSC 101                                 | Foundations of Scientific Process                              | 3                    |
| FCWR 301                                 | Communication for Business                                     | 3                    |
| ICLT 3XX                                 | Literature Seminar   | 3                    |
| ICPH 3XX                                 | Philosophy Seminar   | 3                    |
| ICSS 3XX                                 | Social Science Seminar   | 3                    |
| Science                                  | Science Choice <i>or</i> FCSC 101 Found of Scientific Process* | 3                    |
| Liberal Arts Electives                   |  | 0-2                  |

| Business Core:     |  | <u>23-24 Credits</u> |
|--------------------|--|----------------------|
| QANT 201           | Statistical Sampling Theory* <i>or</i> |                      |
| MATH 125           | Finite Mathematics*                    | 3                    |
| FINC 201           | Corporation Finance* <i>or</i>         |                      |
| MATH 151           | Foundations of Calculus*               | 3                    |
| BUSI 100           | School of Management Orientation       | 0                    |
| MIST 315           | Information Systems                    | 3                    |
| QANT 300           | Production and Operations Mgmt         | 3                    |
| QANT 405           | Management Science                     | 3                    |
| BUSI 405           | Business Research and Innovation       | 3                    |
| BUSI 435           | Business Policy and Strategy Capstone  | 3                    |
| BUSI 495           | Professional Enrichment Capstone       | 0                    |
| Business Electives |  | 2-3                  |

### Concentrations (Choose one) 18 Credits

#### **Finance**

|          |  |   |
|----------|--|---|
| ACCT 315 | Financial Statement Analyses                   | 3 |
| FINC 301 | International Financial Management Advanced    | 3 |
| FINC 320 | Financial Management                           | 3 |
| FINC 325 | Principles of Investment and Security Analysis | 3 |
| FINC 405 | Modern Portfolio Theory                        | 3 |
| MIST 442 | Blockchain Applications                        | 3 |

**OR**

**OR**

**Management**

|          |                                 |   |
|----------|---------------------------------|---|
| HRMT 315 | Human Resource Management       | 3 |
| MGMT 311 | Knowledge Management            | 3 |
| MGMT 335 | International Business          | 3 |
| MGMT 370 | Organizational Behavior         | 3 |
| QANT 410 | Business Analysis               | 3 |
| MGMT 425 | Strategic Technology Management | 3 |

**OR**

**Marketing**

|          |                                       |   |
|----------|---------------------------------------|---|
| MRKT 301 | Management of Promotions              | 3 |
| MRKT 320 | Management of New Product Development | 3 |
| MRKT 330 | Marketing Distribution Systems        | 3 |
| MRKT 401 | Marketing Research                    | 3 |
| MRKT 405 | International Marketing               | 3 |
| MRKT 410 | Marketing Strategy and Policy         | 3 |

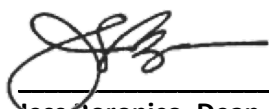
**OR**

**Small Business and Entrepreneurial Studies**

|          |  |   |
|----------|--|---|
| MRKT 320 | Management of New Product Development          | 3 |
| SBES 310 | Small Business and Entrepreneurial Creation    | 3 |
| SBES 315 | Cloud Computing-Based Venture Platforms        | 3 |
| SBES 320 | Business and Professional Ethics               | 3 |
| SBES 420 | Entrepreneurial Technology and Innovation Mgmt | 3 |
| SBES 460 | Business Plan Development Capstone             | 3 |

**Total credits at New York Institute of Technology: 56-59**

*\*Courses required at NYIT will be determined by classes completed at Suffolk CCC*



**Jess Boronico, Dean  
School of Management, NYIT**

2/25/2020

**Date**

- *Effective as of 2019-20*